

# United Arab Emirates Jobs Expertini®

## key Account Manager (Dubai)

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Company: Isolutions Sa

Location: dubai

Category: other-general

Responsibilities: Establish relationships with current clients to ensure repeat business from existing clients, as well as identify new clients who may be interested in the company's products or services

Negotiate prices with clients to ensure that they are fair to both parties involved

Develop strategies with management to increase overall sales performance in the company

Identify prospective clients who could benefit from the company's products or services

Present products or services(Cloud,Infra) to potential clients to promote awareness of the company's offerings

Promote new products to existing clients to ensure that they are aware of any changes in offerings or pricing structures

Communicate regularly with coworkers to provide feedback on client interactions and progress towards goals

Provide customer service and support by answering questions about products or services

Coordinate with other departments to ensure that clients have a positive experience

Has experience selling Cloud solution to Enterprise sector.#

Has strong network in Dubai Market.Qualifications:At least 7 yrs of experience in Business and Sales.

Arabic speaking is a must.

English communication is a must.

Prior experience of selling solutions is a must.#J-18808-Ljbffr

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